

Message Text

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PAGE 01 BONN 13579 251624Z
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----049720 260649Z /10

R 251613Z JUL 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 0568
AMCONSUL DUSSELDORF
AMCONSUL HAMBURG

UNCLAS BONN 13579

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - J.K. INTERNATIONAL MARKETERS,
HUNTINGTON BEACH, CA

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

JOHANNES J. MATTHIES
HAMMERBROOKSTR. 97
D-2000 HAMBURG 1
CONTACT: MR. MATTHIES
COMMENT: FIRM WAS FOUNDED IN 1932. LEADING DEALER IN
OUR AREA OF AUTO/MOTOR EQUIPMENT.

AMCONSUL DUESSELDORF COMMENT:
THE PRODUCTS OF THE US FIRM WILL HAVE, BASED ON COMMENTS
OF SEVERAL GERMAN FIRMS CONTACTED, NO CHANCE ON THE
GERMAN MARKET; BECAUSE IT IS ALREADY FLOODED WITH
NUMEROUS SIMILAR AND HIGHLY COMPETITIVE PRODUCTS. ON
THE OTHER HAND IT HAS BEEN VERY DIFFICULT TO CONVINCE
POTENTIAL CUSTOMERS, I.E. MAINLY END-USERS, OF THE
EFFECTIVENESS OF THE PRODUCTS, WHICH ARE LAST NOT LEAST
EXPENSIVE COMPARED WITH OTHER PRODUCTS IN THIS FIELD.
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SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE
EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
MEEHAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Handling Restrictions: n/a
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ISecure: 1
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Litigation Codes:
Litigation History:
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Secure: OPEN
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Subject: ADS REQUEST - J.K. INTERNATIONAL MARKETERS, HUNTINGTON BEACH, CA DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
TAGS: BEXP, GE
To: COM
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vdkgvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/4603e76c-c288-dd11-92da-001cc4696bcc
Review Markings:
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